

I expect to complete it some day, but I would like to know if any one present has ever undertaken to do that. It has been done and is a great convenience. A new clerk does not know where an item is, which has been called for by a customer, and the sale is lost, the customer goes elsewhere and very often never returns to the store. A stock-book, properly kept, would remedy that condition. We started out with the idea of classifying the different departments in the store. For example, group the package medicines in one part, the fluid extracts, the perfumes, all under different headings. I believe that some system can be devised whereby each druggist could have a stock-book, showing the location of the stock, the cost and the selling price, and the quantity purchased at different times of the year, and this would be of much assistance in the conduct of business.

C. W. HOLZHAUER: Instead of keeping a stock-book, we find that a card system is preferable. The book is not flexible enough. You may have 300 items under "F" or "G" and you purchase a new item. You might not have room to put it in your book and maintain the alphabetical arrangement. We use a card system. At the top of the card is the name of the article and there is the problem how to list the articles. On the card we have a space provided for the location in the store and the selling price. The plan is such that any item can be located in the section of the shelf where it is placed. Under that we have a column for the amount purchased, from whom purchased, the price we paid and the amount we bought. It has been a very interesting study for me to see the different prices which have been paid for the same article from different houses. I bought one standard proprietary article from a jobber in New York and I paid that man four different prices for the same article, in the same quantity, within six months. The amount of money involved was very small but I had the record. You will find it very helpful to have all this matter on the card. Every item on the bill is put on the card. If Mr. Jones comes in and wants to sell a gross of something we go to the card and see how much was purchased last year, and if we can use this quantity at a discount, well and good we take it; and, if not, we turn it down immediately.

H. S. NOEL: May I ask if the card system is at once both a purchase-book and a stock-book?

C. W. HOLZHAUER: It was so started, but there should be two books. The information on the price is available to everybody in the store, and that is one objection. But we have not progressed far enough to arrange that as yet. It is principally a purchase and a location record.

H. S. NOEL: The book that I was telling you about was one of the neatest records I ever saw. It gave the exact location of all the items. The stock clerk can take certain leaves out of the book, it might be section "J," shelves 1, 2, 3 and 4. He takes these and goes to section "J," shelves 1, 2, 3 and 4 and finds the items listed as they are arranged on the shelf. The book at once gives him the stock record and location and a green clerk can find any item from the stock-book record. That firm carries a stock of between \$30,000.00 and \$40,000.00 and it is no small task to inventory and keep a stock-book in a store of that size.

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## THE NATIONAL PHARMACEUTICAL SERVICE ASSOCIATION.

### ITS PAST WORK AND FUTURE AIMS.

BY GEORGE M. BERINGER.

At the request of the Executive Committee of the National Pharmaceutical Service Association, the following statement, reviewing briefly the activities of this organization, has been prepared for dissemination. It is very appropriate that at this time, the officers should present to the members and friends a résumé of the work in which this Association has been engaged and the reasons for continuing, even more strenuously, our efforts. It may be considered as a report by the executive officers of the management and discharge of the duties assigned to them.

The National Pharmaceutical Service Association grew out of a meeting of medical practitioners held at the Philadelphia College of Physicians and Surgeons on Wednesday evening, June

20, 1917, to which a number of pharmacists had likewise been invited. At that meeting a number of the eminent physicians and surgeons present, whose age debarred them from active military service, decided to organize a medical Reserve Corps and through this to offer their professional services to the Government during the war.

Recognizing that in civil practice, physicians depended upon the coöperation of the pharmacists and that pharmacy formed an important link in the ethical practice of medicine, this meeting of physicians adopted a motion suggesting that a similar reserve pharmaceutical corps be organized to coöperate with the medical corps in rendering efficient service to the Government, if the need should arise. The following pharmaceutical and drug trade organizations of Philadelphia were represented at that meeting: The Philadelphia Branch of the American Pharmaceutical Association, The Philadelphia Association of Retail Druggists, The Philadelphia Drug Exchange, and the Philadelphia College of Pharmacy. The representatives of these organizations called a joint meeting of their members at the Philadelphia College of Pharmacy on June 25, at 8 P.M. to take action upon the suggestion emanating from the meeting of June 20th, and to determine the best method of mobilizing the pharmaceutical interests to the support of the Government.

It is a peculiar coincidence that the American Pharmaceutical Association was organized in the Philadelphia College of Pharmacy in 1852, and that the National Pharmaceutical Service Association, sixty-five years later, owes its inception and organization to a meeting held in the same college. At this meeting it was pointed out that a medical reserve corps was a very appropriate organization to support the medical corps of the Army, but as no pharmaceutical corps was now established in the Army, a reserve pharmaceutical corps was not practicable.

The objects of this Association as set forth in the preamble and constitution adopted, are :

To mobilize all of the pharmaceutical interests to the support of the Nation; to protect the lives and health of those in the military service of the country by providing supplies of dependable medicine and educated pharmaceutical service for the dispensing thereof; to develop the pharmaceutical service of the Government according to the most advanced professional standard; to secure the establishment of a pharmaceutical corps in the U. S. Army, with ranking commensurate to the services rendered by the enlisted pharmacists; to improve the standing of the pharmacists in the Navy; to secure pharmaceutical representation on the Advisory Council to the Committee on National Defense; to coöperate with the Government and the medical profession in providing the best medical attention for those in the service.

The growth of the Association was comparatively rapid and its propaganda for the recognition of pharmaceutical service in the departments of the Government has spread all over the country. It was at once seen that the army, with its preponderate need for men and for medical service, offered alike the greatest need and the greatest opportunity for approved pharmaceutical service. The absence of a pharmaceutical corps in the United States Army, although such corps have been established in most of the foreign armies and are rendering efficient service therein, has for many years been recognized as a defect in the medical department of our army, and various pharmaceutical organizations, notably the American Pharmaceutical Association, have for years advocated the establishment of a pharmaceutical corps with appropriate rank as a branch of the medical department of the army.

An effort was made to obtain an interview with Surgeon-General Gorgas for the purpose of presenting the need for a pharmaceutical corps as a branch of the medical service of the Army. On July 24, 1917, a conference was held between a Board of Army Medical Officers appointed by the Surgeon-General and a committee composed of Samuel L. Hilton the Chairman of the Committee on National Defense of the American Pharmaceutical Association and Eugene G. Eberle, Joseph W. England and George M. Beringer representing this Association. Pursuant to this conference, a formal brief was filed with the Surgeon-General setting forth in further detail, the work of the Pharmaceutical Corps in foreign armies and the need for such in the army of the United States. This brief was very widely circulated and has been the basis of many of the arguments in favor of a pharmaceutical corps in the army, that have since appeared in the pharmaceutical press, and newspapers of the country.

Shortly after the organization of the National Pharmaceutical Service Association, it was learned that Congressman George W. Edmonds of Pennsylvania, who in his earlier days had been a pharmacist, approved the object of the Association and the purpose to secure a Pharmaceutical Corps in the army and that he would be willing to introduce and further the passage of a measure having this in view. Thus, it became one of the first duties of your Executive Committee to prepare the draft of an act of Congress which was subsequently introduced in Congress as H. R. No. 5531, and commonly spoken of as the Edmonds Bill.

Quite naturally, a bill proposing such an innovation in the methods so long in vogue in the medical department of the United States Army met with some criticism and some opposition. The Surgeon-General was averse to such a reorganization of the medical department during the progress of the war. For the most part, the criticism published evidenced prejudice, lack of knowledge of the duties of the pharmaceutical corps in foreign armies or a misunderstanding of the provisions of the Bill. Constructive criticisms are desirable so that any real defects in the measure may be corrected.

At the hearing held on the Edmonds Bill before the Committee on Military Affairs of the House of Representatives on March 19, 1918, this Association was well represented and in addition to the verbal arguments, a formal brief was submitted which has likewise been published in the pharmaceutical journals.

From the first, your officers realized that the Association was engaged in a campaign of education and that to arouse the public to the actual conditions under which medicines are supplied to the sick and wounded in the military service of the Nation and the moulding of public opinion whereby Congress would be compelled to authorize the modernizing of this branch of the medical service, and to assure to our soldiers the supervision and care of trained pharmacists for the dispensing of needed medicines, was no small task.

This propoganda has been carried on as extensively as the means at our command permitted. We have prepared and disseminated literature setting forth the service of pharmaceutical corps in foreign armies, especially the exemplary work of this corps in the armies of France, and the existing need for such service in our own army.

The indorsement of the movement by the American Medical Association was secured and its influential journal has editorially cordially favored the creation of a pharmaceutical corps as a need of the army medical service. A number of the other medical associations have likewise by resolution endorsed the Edmonds Bill and the medical journals have generally supported the movement. The National, State and local pharmaceutical associations have co-operated and the pharmaceutical press has devoted much space in energetically advocating our cause.

Thousands of our petitions have been distributed and scores of these signed by influential citizens have been filed with Congress. Hundreds of letters have been addressed to congressmen, senators and departmental officials urging the necessity for the proper dispensing of medicines necessary to conserve the health of our soldiers. The campaign of education thus initiated has undoubtedly had considerable effect.

This Association has been actively preparing and disseminating literature relative to the pharmaceutical service in the U. S. Army and many of the articles appearing in the public press have been inspired by our literature or the personal effort of members. It is safe to say that during the eighteen months that have elapsed since the organization of the National Pharmaceutical Service Association more has been done toward enlightening the American public on the lack of scientific pharmacy in the U. S. Army than had been accomplished in all the years of prior agitation on the subject.

The work of the National Pharmaceutical Service Association is not done. Although this war may be at an end, our efforts must not cease until an approved modern dispensing of the medicines and the best of medical attendance is assured to every man in our Nation's army and navy and a proper recognition for the pharmacists engaged in the Government service is established. This necessity has long been recognized by some and is now understood and demanded by more of our people than ever before. The American people expect that their soldiers

and sailors shall be given efficient medical attention, comparable at least with that which they received while in civil life and the increasing current of public sentiment to secure this end is marked and is a welcome indication of the progress of the propaganda and that our campaign of education has not been futile.

Every educational movement must be continued throughout a number of years before definite results are obtained and we may now consider that we are entering the second stage of our campaign. We recall that the Food and Drugs Act became a law only after the agitation of a well organized movement had been carried on for a quarter of a century. Of the final results of our efforts in behalf of a pharmaceutical corps in the U. S. Army, there can be no doubt as our aims are along the lines of modern medical classification and scientific military progress that have already been adopted by most of the progressive nations.

The prospects for the enactment of a law embodying the principles contended for in the Edmonds' Bill are brighter than ever before. Even though the Edmonds Bill has not been brought out of the Committee on Military affairs and in deference to the wish of the previous Surgeon-General has not been acted upon, we know that many prominent and influential members of Congress have expressed themselves as favorable to the objects advocated and we believe that we are fully warranted in our opinion that the sentiment in this branch was so strong that the Bill would have passed the House if it had been voted upon.

Now that the war is over, the objection of the former Surgeon-General to a reorganization of the Medical Department of the Army no longer can hold. It is becoming more apparent that the attitude of that Department was due to a misunderstanding of the desires of pharmacy and the purposes that a pharmaceutical corps in the army should serve and it is an important part of the duty of your officers and executive committee to explain away all grounds for such a lack of appreciation of the services that pharmacy can and will render the Medical Department of the Army if opportunity be afforded.

The reorganization of the Army and of its Medical Department is sure to receive the early consideration of Congress and in any act reorganizing this branch of the army service the principles for which we have been contending must be incorporated. Our efforts are now being concentrated to secure in these reorganization laws a fair recognition of pharmacy and the establishment of a pharmaceutical corps, even though in the Army in peace times it be but a cadre that may be readily extended in times of need to the necessities of the Nation.

This organization must be kept intact and actively continue the work that has been mapped out for it. It must maintain its energetic efforts and propaganda until the objects for which it was organized are achieved. To lose heart at this time, would mean the sacrifice of all of the progress that has already been made and destroy the hope of accomplishing the worthy objects and aims for which pharmacists have been contending for so many years and for the attaining of which the National Pharmaceutical Service Association was organized. To carry on this work to a successful conclusion this Association must have the loyal support of the body pharmaceutic and its membership and its treasury should indicate no lack of interest on the part of the druggists of the United States.

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